

What is claimed is:

- 1 1. A method for facilitating negotiation of document content, the method comprising:
 - 2 creating a database of document template content;
 - 3 receiving commands from a first party to create a document for negotiating;
 - 4 selecting content from said database based on receipt of said commands;
 - 5 associating said selected content with a first document;
 - 6 notifying a second party as to the existence of said first document;
 - 7 receiving proposed edits to said first document based on information from said
 - 8 second party;
 - 9 creating a revision history based on said proposed edits;
 - 10 associating said revision history with said document;
 - 11 receiving proposed further edits based on information from said first party; and
 - 12 supplementing said revision history based on said proposed further edits.
- 1 2. A method for facilitating negotiation of a contract, the method comprising:
 - 2 creating a system database including a plurality of standard contract clauses;
 - 3 receiving a command from a first user to construct a user-specific database;
 - 4 in response to receiving a command, selecting one of said plurality of standard
 - 5 clauses from said system database; and
 - 6 associating said selected one of said plurality of standard clauses with said user-
 - 7 specific database.
- 1 3. The method of claim 2 further comprising:
 - 2 receiving a command to select a contract template using said user-specific
 - 3 database;
 - 4 creating a proposed contract using the selected contract template; and
 - 5 notifying a second party of the existence of said proposed contract.
- 1 4. The method of claim 3 further comprising:
 - 2 creating a negotiation history file associated with said proposed contract;

3 receiving proposed edits to said proposed contract based on information from said
4 second party;
5 creating a revision history based on said proposed edits; and
6 storing said revision history in said negotiation history file.

1 5. A method for operating a contracts exchange, the method comprising:
2 creating a standard clause database associated with the exchange;
3 registering a plurality of users;
4 creating a member database for each of said plurality of registered members;
5 for a first one of said plurality of registered members associating with the
6 corresponding member database a first set of standard clauses from said standard clause
7 database; and
8 for a second one of said plurality of registered members, associating with the
9 corresponding member database a second set of standard clauses from said standard clause
10 database;
11 wherein said first and said second set of standard clauses differ from one another.

1 6. A method for creating a contracts exchange, the method comprising:
2 registering a first user;
3 receiving, in electronic form, a first contract from said first user;
4 identifying a plurality of clauses in said first contract;
5 creating a clause database associated with said first user using the identified
6 plurality of clauses;
7 registering a second user;
8 receiving in electronic form, a contract from said second user;
9 identifying a plurality of clauses in said contract from said second user; and
10 creating a user clause database associated with said second user using the
11 identified plurality of clauses in said contract from said second user.

1 7. A method for securely maintaining contract negotiation history, the method
2 comprising:

3 permitting a first party and a second party access to a computer-based contract
4 negotiation tool;
5 assembling a draft contract in accordance with commands from the first party;
6 presenting said draft to said second party;
7 inserting proposed revisions into said draft in accordance with commands from
8 said second party;
9 automatically creating a contract negotiation history using information related to
10 said proposed draft and said proposed revisions; and
11 storing said contract negotiation history.

1 8. The method of claim 7 wherein said step of storing comprises protecting the stored
2 contract negotiation history from being edited.

1 9. The method of claim 7 wherein said step of storing comprises preventing revision
2 of stored contract negotiation history while permitting addenda to said stored contract
3 negotiation history.

1 10. A method for controlling an on-line negotiation process, the method comprising;
2 registering a first party and a second party for a negotiation regarding a contract
3 wherein each party comprises a plurality of users;
4 defining negotiation privileges for each of the users of said first party;
5 defining negotiation privileges for each of the users of said second party;
6 creating a proposed contract;
7 storing the contract at a contract exchange; and
8 permitting a level of access to said contract for a user commensurate with
9 negotiation privileges defined for said user.

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